



VOLUME 1, ISSUE 1

EGLIN SMALL BUSINESS REVIEW

OCT. FY10

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AAC/SB DIRECTOR'S COMMENTS

Welcome to the new publication from Eglin's Small Business Office, the Small Business Review! This premiere edition was developed by Colin McCranie, a Copper Cap trainee in the Contracting training program. Colin is a recent graduate of Florida State University with a degree in Marketing. We are putting his skills and abilities to good use in these pages, and we hope you appreciate it as much as the rest of us in the small business office do. Colin has offered a fresh perspective and plenty of energy as he has contributed to the success of the small business program. We hope his short time with us will fuel a continued passion for small businesses and a greater appreciation for the importance of these vital resources that will follow him throughout his contracting career!

This newsletter is designed to share information on the capabilities of small businesses and their successes in supporting the Eglin mission. It also provides a few tidbits of information about the program in general. In this issue, learn about new training opportunities, hear about newly designed resources to support your market research efforts, celebrate the successes of small businesses supporting Eglin requirements, and catch a glimpse of Eglin's performance against assigned small business contracting goals.

We hope you'll take a few minutes to enjoy this newsletter and freely share your feedback with us. I'm eager to hear your comments and suggestions for making this a publication you look forward to receiving filled with useful information you can use. Thanks again for joining us and supporting the Eglin small business program!

Gina L. Holman

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SPECIAL RECOGNITIONS



FY09 Secretary of the Air Force Special Achievement Awards

***AAC Small Business Office** is the AFMC winner of the Director Of Small Business Programs Recognition Award.

***Mrs. Cathina Hill** is the AFMC level winner of the Individual/Full-Time Position category.

***693 ARSS/PK** Lethal Suppression of Enemy Air Defense (SEAD) Harm Targeting System (HTS) Team is the recipient of the Small Business Team category at both the AFMC and AF level! The team will receive their award at the Small Business Awards ceremony in Washington DC from Secretary of the Air Force Michael Donley!

SBA LAUNCHES NEW ONLINE TRAINING COURSE

The United States Small Business Administration has launched a new online training course to help strengthen access to contracting opportunities to small businesses, including those owned by women, minorities, disadvantaged individuals, and veterans.

The course, "Recovery Act Opportunities: How to Win Federal Contracts," is part of a federal government-wide initiative announced last month by President Obama and being led by SBA and the Department of Commerce.

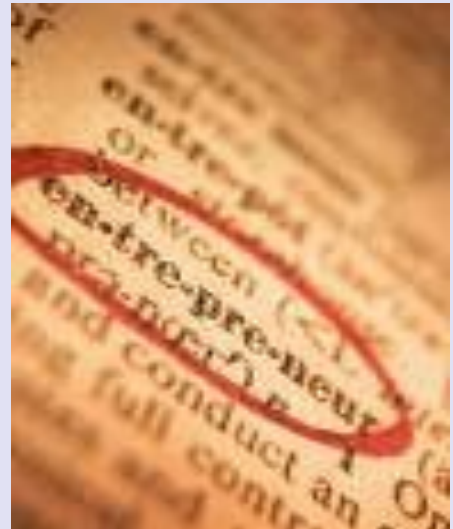
Government contracts can play a key role in helping small businesses turn the corner in terms of expansion and job creation," SBA Administrator Karen G. Mills said. "But make no mistake, the benefits the government receives are equally as impressive - working with small businesses allows the federal government to work with some of the most innovative companies in America, often with direct contact with the CEO."

"The SBA online training course can help businesses access the federal purchasing system and position themselves to compete for the commercial opportunities offered by government contracting," Mills continued.

Federal agency procurement officers are participating in more than 200 events over the next several weeks to help connect small businesses with contracting opportunities. SBA and Commerce are expanding their outreach to contracting officials across the federal government to ensure they have the tools to meet their annual contracting goals and increase awards to small businesses.

The Recovery Act Opportunities course is free and available on SBA's Web site at sba.gov or directly at www.sba.gov. It is one of more than 24 online tutorials offered by the SBA, and is available 24/7.

-Courtesy of MainStreetBusinessJournal.com and www.sba.gov



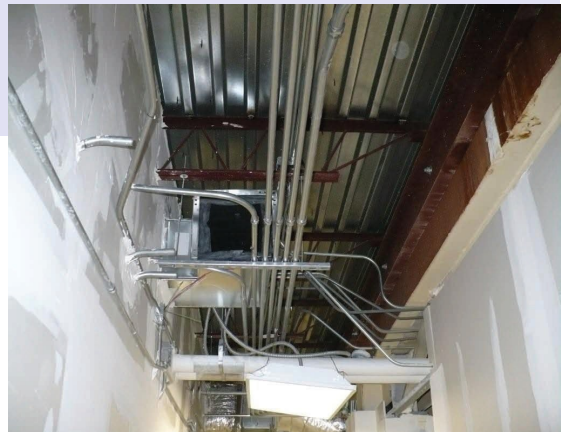
BLDG. 1312 RENOVATION CONTRACT GOES TO ACT, INC.

American Contractor & Technology was awarded its first task order from contract number W91278-09-D-0023 IDIQ O&M and Milcon Support with Design-Build Capabilities for Florida Panhandle. The contract was awarded by the Army Corps of Engineers.

This Renovation of Building 1312 located at Eglin AFB, FL requires the renovation of the electrical system of the Operations Squadron Building along with renovations to the HVAC system, control system, ceramic floors, drywall and concrete.

ACT is scheduled to complete this project in the beginning of November.

-Info gathered from ACT Group



NEW TOOL TO LOCATE SMALL BUSINESSES

The Eglin Small Business office has developed an extensive spreadsheet file that encompasses small businesses that have reached out to Eglin looking for work.

In a struggling economy, small businesses are increasingly trying to get noticed and obtain work with the federal government.

As the liaison between the small business community and Eglin contracting opportunities, AAC/SB receives countless brochures and capability statements.

The new file (in Excel format) will provide Eglin organizations with another means of quickly searching for small businesses that can meet any given need the base has. With over 500 small businesses listed already, the database is well on its way to providing that ability.

Included in the spreadsheet are the name, address, POC info, whether they are SDB, 8a, and woman/veteran/service-disabled veteran owned. The businesses are categorized by industry and contain specific notes relating to each company regarding capabilities, certifications, current GSA contracts, and more. The data can be easily sorted to focus on elements most important to the user.



For many businesses in the database, AAC/SB will have a physical file located in the Small Business Office (Bldg. 350, Rm. 449) containing the hard copies of brochures, pamphlets, business cards, and Statements of Capability for you to review. Many companies have a wealth of information in their files on past projects and capabilities, including pictures.

The spreadsheet is ready for your use and will be updated as we receive more information. A copy will be sent to the various contracting offices and your local Small Business Liaison Officer, or you may request a copy now from any member of AAC/SB.

-Colin McCranie



EGLIN SMALL BUSINESS REVIEW

QUARTET OF SB'S COMPLETE FIRE PROTECTION UPGRADE AT KING HANGAR

If you visited the historic King Hangar in September you might think a foam party was going on. The 96th Civil Engineer Group completed its final foam test of the new fire suppression system, which protects crucial 46th Test Wing assets.

The new system is the work of four small businesses, including three locals. Heading the \$4 million project was the prime contractor, a WOSB/SDB/HUBzone small business,

Barlovento, LLC (Ft. Walton). Also involved were subcontractors Industrial-Commercial Fire Protection (Miss.), Coltin Electric (Ft. Walton Beach), Advance Control Concepts handling the fire alarms (Pensacola), and Emerald Coast Fire Protection providing the foam (Gulf Breeze).

The new system releases 110 gallons of foam suppressant from the hangar's ceiling. If released completely, the foam will

fill the 90,000 square-foot hangar three feet deep, in about two minutes. The foam is biodegradable.

This new protection system constructed by a team of small businesses should ensure that the Korean War-era facility stays safe and secure for years to come.

-Colin McCranie



Air Force photo by Airman 1st Class Chris Jacobs

LABAT ENVIRONMENTAL INC. OPERATES EGLIN'S BASE LIBRARY

The Eglin Base Library is home to over 42,000 books, 150 magazines and newspapers, and a large collection of CDs & movies. Not to mention the importance of the services which includes reference help, military education programs, computer access, conference functions, and kids programs. This vital resource for the base is maintained and operated by a service-disabled veteran-owned small business, Labat Environmental Incorporated from Bellevue, Nebraska.

Labat provides fully qualified personnel, equipment, materials, and supervision at the Eglin AFB library. Administration, circulation, education support, mission support, marketing, and programming are among the other duties covered by Labat. The library supports off-duty educational institutions that offer over 100 degree programs as well as Professional Military Education courses like Air War College, Senior NCO Academy, and the Airman Leadership School.

Recently, Eglin's library began offering the Rosetta Stone language software program to those who do not qualify for the military sponsored program license. Active Duty members can contact library director Ms. Ballaro for access to the online program for all 30 languages, though licenses are limited and there is a waiting list. According to Ms. Ballaro, the Eglin library is the only one in the Air Force with this program. Users can use the library's two computers to learn German, Italian, and Spanish.

The service Labat provides benefits the entire base community, from active duty, to DoD civilians, to the families of the military. This small business operates the educational hub of the Eglin community for an average attendance of 7,400 people a month.

-Colin McCranie

SNOW MACHINES INC. LETS IT SNOW YEAR-ROUND AT EGLIN

On August 4, 2009, small business Snow Machines Inc. was awarded a firm-fixed price contract for two snow machines under a total small business set-aside. Snow Machines Inc. based out of Midland, Michigan recently delivered the new snow machines to the users at Eglin's McKinley Climatic Lab.

The snow machines are modified from the commercial snow machines that are often used at ski resorts. The modified versions used at Eglin provide for specialized testing abilities such as covering air-

craft, tents, and vehicles to determine if the weight of the snow can cause any damage. Other tests determine if the snow can be cleared off without damage, ingestion tests to see how the engine will fare, and vehicle handling while driving on snow. In the near future, the McKinley Climatic Lab will use the machines to conduct these various "snow tests".

According to the users, Snow Machines Inc. has been very helpful in fulfilling their requirements and is always there to answer questions and share new capabilities. Who knew it

could snow at sunny Eglin AFB? Small Businesses can provide all kinds of amazing capabilities to Eglin and Snow Machines Inc. is another fine example.

-Colin McCranie



Left: F-22 covered in snow

Above: Snow Machines at work

Pictures courtesy of Matt McCarty

We are on the web!

[http://www.eglin.af.mil/units/
smallbusinessoffice.asp](http://www.eglin.af.mil/units/smallbusinessoffice.asp)

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U.S. AIR FORCE - AAC/SB

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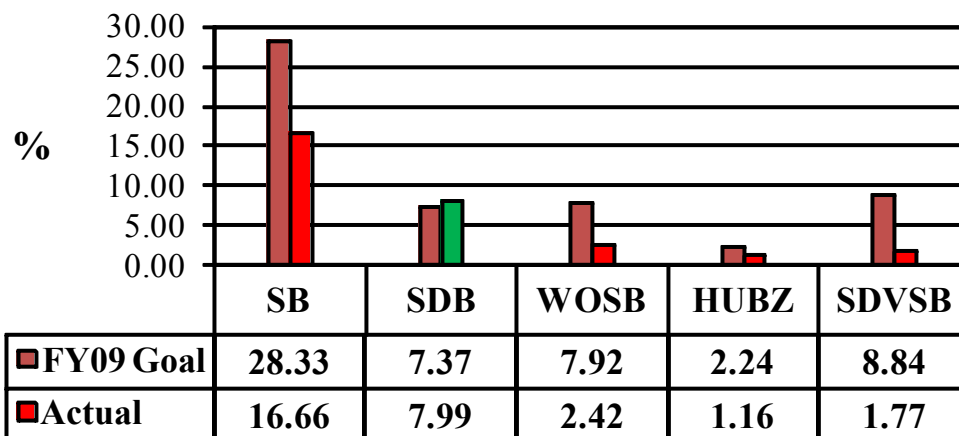
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The Small Business office performs the overall contractor relations function for Eglin as well serving as the liaison with the Small Business Administration at the local and national levels. The staff works to enhance acquisition opportunities for small businesses in support of the Air Force mission. The office is the initial point of contact for businesses seeking contracting opportunities with AAC.

Specific programs include: Small Business, Veteran and Service-disabled veteran-owned small business, small disadvantaged business (8(a), American Native, Alaska Native, Hawaiian native), HUBZone, Woman-owned small business, and Historically Black Colleges and Universities/ Minority Institutions.

AAC/SB SMALL BUSINESS GOALS



As of 30 Sep	FY08	FY09	FY09		
Total Base	\$1938.9	\$1712.5	GOALS	ACHIEVED	DELTA
SB	\$357.7	\$285.3	28.33%	16.66%	-11.67%
SDB	\$149.6	\$136.8	7.37%	7.99%	+.62%
WOSB	\$83.3	\$41.5	7.92%	2.42%	-.5.5%
HUBZone	\$26.9	\$19.9	2.24%	1.16%	-1.09%
SDVSB	\$26.6	\$30.3	8.84%	1.77%	-7.07%

S M A L L B U S I N E S S I S K E Y !